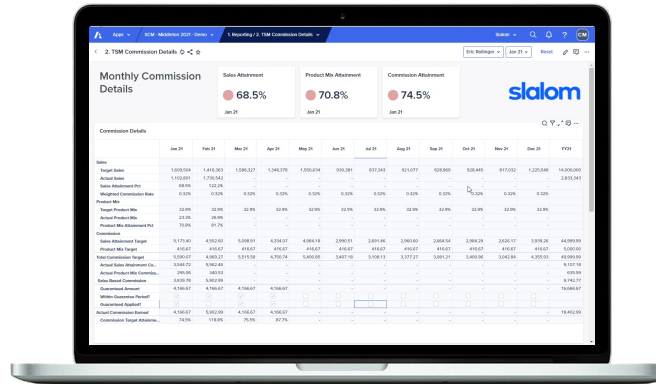# Sales Performance Management

Territory, Quota, and Incentive Compensation

Business leaders regularly face efficiency challenges when administering both small and large-scale incentive compensation programs across their organization

Leveraging Anaplan's Connected Planning environment enables a Finance and HR team to centrally manage territory and quota planning, unique incentive compensation plans, and commission payments to employees while providing employees and management with real-time, data-driven insights into their daily performance

There's a better way to plan

Leverage the combined power of technology and people to plan territories and quotas, align incentive compensation plans, and both efficiently and accurately approve and pay commissions. Connected Planning ensures that your strongest people use the best available data to make better-informed decisions.

It's Dynamic – Plan and allocate customers to territories rapidly as situations evolve

It's Collaborative – Involve all the right people in decisions – from Executives to Salesman

It's Intelligent – Leverage internal and external data to unlock predictive insights

Key benefits

- Reduction in time spent managing customer and employee data to increase time available for effectively planning territories and quotas and aligning incentive compensation plans with company margin goals

- Compare actuals vs. targets by division, region, and employee allowing for business leaders to reassess the quota plans on-demand, adjust compensation plans, and provide feedback on performance

- Reduce time spent collecting accounting data: the data needed for month-end journal entries is available on the first of the month

- Allow employees to track their daily and monthly actual vs. targeted performance in order to effectively meet or exceed goals and redirect sales efforts in real-time

With Anaplan integrated with its Finance and HR systems, this large manufacturing company now has granular visibility into the sales performance of over 200 employees across the US and Canada servicing 100,000+ customers. Territory and Quota planning year over year is faster to accomplish and eliminates inconsistencies across divisions and regions.

CHALLENGES
Iterative, manual planning process resulted in time delays and inaccuracies
Difficult to effectively plan territories and quotas and align incentive compensation plans to company sales goals.

RESULTS
100% visibility into customer and product performance for all employees across the entire organization enabling faster, more accurate quota planning and commission payments

"Anaplan has greatly improved efficiency, speed, and provided real-time visibility of compensation activity to our sales force while shortening the annual planning process and strengthening the link between sales planning and execution."

Director, Finance

Key features

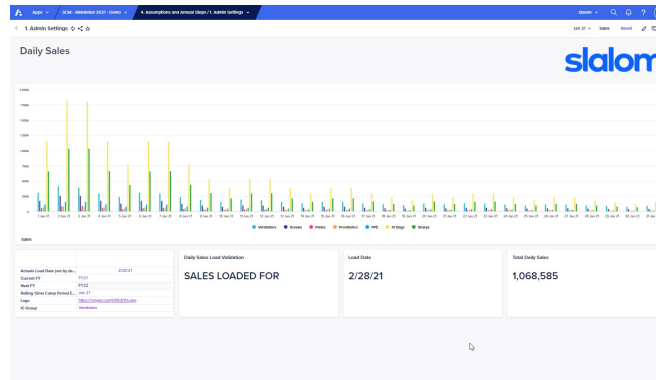### Territory and Quota Planning

- Plan annual sales and commission targets at the employee, regional, and divisional levels and provide real-time reporting all the way up to the executive level.

- Make ongoing adjustments to books of business using the customer data available within the model.

- Conduct real-time, scenario-based business and resource reviews and adjust banded bonus thresholds, incentivized product weightings, and assumption-based quota drivers.

Daily Sales Performance Tracking

Review daily sales performance by customer and product to assess progress towards monthly sales goals and expected commission earnings.

Modeling, analysis, and "what if"

- Create "what-if" capabilities to assess multiple planning scenarios.

- Optimize plans and instantly view the effects.

- Measure the impact of potential changes before rolling out.

Commission Approval

Management can review their employees' prior month commissions, make any adjustments needed, and approve for payroll on the first day of every month.

Payroll Integration

Utilizing the integrated HR data within the model, approved commissions have the necessary attributes attached to seamlessly export to payroll.

Security

Native security features allows users to only see the sensitive information that they should.

Key features of the Anaplan platform

Planning at scale

Enterprise-grade scale with a cloud native platform and patented in-memory Hyperblock™ engine

Voice to your data

One location for all your planning data that is trusted, connected, and current

Power decision making

Unmatched flexibility to model any scenario for the organization and by the organization

Ease of use

Engaging, collaborative, and actionable user experience

Safeguarding your present and future

Robust protection through user access controls, identity management, and data encryption

Superior visibility

Embedded intelligence and optimization to drive insights that matter

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About Anaplan

Anaplan (NYSE: PLAN) is pioneering the category of Connected Planning. Our platform, powered by our proprietary Hyperblock™ technology, purpose-built for Connected Planning, enables dynamic, collaborative, and intelligent planning. Large global enterprises use our solution to connect people, data, and plans to enable real-time planning and decision-making in rapidly changing business environments to give our customers a competitive advantage. Based in San Francisco, we have over 20 offices globally, 175 partners, and more than 1,400 customers worldwide.

To learn more, visit *anaplan.com*.

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